



North Carolina District Review

U.S. Small Business Administration, 6302 Fairview Road, Suite 300, Charlotte, NC 28210

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MOST ACTIVE LENDER RANKINGS **FY 2004 YTD**

October 1, 2003 – July 31, 2004

LENDERS

	<u>7(a)</u>	<u>504</u>	<u>Total</u>	<u>\$ Amount Millions</u>
Large Banks				
1. Bank of America	240	4	244	\$8.4
2. Capital One	124	0	124	\$5.2
3. Innovative Bank	87	0	87	\$0.59
4. Wachovia Bank	52	2	54	\$25.0
5. First Citizens Bank & Trust Co.	36	16	52	\$10.9
Community Banks				
1. Bank of Granite	46	6	52	\$12.5
2. Surrey Bank & Trust Company	45	0	45	\$6.1
3. Fidelity Bank	16	2	18	\$3.0
4. Southern Bank & Trust Co.	16	1	17	\$2.4
Small Business Lending Companies				
1. CIT Small Business Lending Corporation	38	0	38	\$20.9
2. Self-Help Credit Union	28	0	28	\$2.3
Certified Development Companies				
1. Self-Help Ventures Fund		29	29	\$15.0
2. Business Expansion Funding Corp. (formerly Charlotte CDC)		26	26	\$10.4
3. Centralina Development Corporation		23	23	\$10.0

NC DISTRICT OFFICE CELEBRATES BEST MONTH EVER

For the second month in a row, the SBA North Carolina District Office guaranteed more loans than any previous month. During July 2004 **136** loans were approved. This breaks the record of 132 during June of 2004.

During the first three quarters of FY 2004, SBA approved **1,049 loans** in North Carolina. This represents a **31% increase in 7(a)** and an **11% increase in 504** loans over the first ten months of FY 2003.

FROM THE REGIONAL ADMINISTRATOR'S DESK

Making SBA Strong for Future Generations by Nuby Fowler

One of SBA's greatest strengths is its capacity to change with the times. Since President Eisenhower signed the 1952 Small Business Act into law, thereby creating SBA, the agency has invested considerable time and resources to keeping its programs current with the changing needs of small business. We have only to look at how the flagship 7(a) loan guarantee program has developed over the past decade to prove the point.

From the days when direct lending gave way to federally guaranteed loans as the major source of SBA backed capital, the program has been in evolution. Guarantee percentages, loan sizes maximums, and fees have all been adjusted and readjusted over time as the President and Congress work to refine and strengthen the program. It has been an unfortunate truth, however, that because 7(a) is subject to the annual appropriations process, its stability and reliability have been adversely impacted by changing policy and budget priorities. The resulting program shifts have far too often created problems for both our lending partners and the small businesses we serve.

The unprecedented growth in SBA guaranteed lending since 2001 points to the program's increasing popularity among small businesses and confirms the Agency's role in job creation and growing the national economy. Year to year uncertainties about funding levels, however, are not healthy for either SBA's strategic partnerships or for the public that looks to SBA as a central resource for small business services.

The President's 2005 budget proposal includes a simple and practical solution that will give 7(a) the stability it needs to provide small businesses with a reliable source of capital for years to come, while protecting the current 75 percent guarantee rate and without raising fees above the level they were from 1995 until 2001. For most borrowers, this means a change of less than \$10 in their monthly payment.

Further, the plan will give the 7(a) loan program \$12.5 billion in lending authority. As the single largest source of small business financing in America, the 7(a) program is too important to be subjected to loan size caps and program shutdowns year after year. The President's proposal will help to create a stable, strong 7(a) – something I think all of America's 25 million small business owners, as well as SBA's many lending and technical assistance partners, will applaud.

POLICY CHANGES AND CLARIFICATIONS

Updated 504 Authorization and Wizard (SBA Information Notice 5000-926)

504 Wizard and Boilerplate Version 2004 is now available to Lenders at SBA's banking website at www.sba.gov/banking. Beginning immediately, SBA field offices must begin using this version for all 504 loans they prepare. Beginning September 1, 2004, all PCLP CDCs and any CDC producing draft authorizations must begin using the 504 Wizard and Boilerplate Version 2004 of the National 504 Authorization.

If you have any questions regarding the 504 Wizard and Boilerplate Version 2004, please submit your questions to the 504 Authorization e-mail box at Auth-504@sba.gov or contact NC District Office Finance Division or your local representative.

LENDER RANKING LIST

Want to see how your bank/organization compares with other SBA lenders? We have added a comprehensive year-to-date loan summary by lender at the end of this newsletter. See pages 6-7.

LENDERS SBA WEB SITE – “www.sba.gov/banking”

SBA website contains complete information on all SBA loan programs, all SBA Forms, Policy and Procedural Notices, SBA Regulations and Standard Operating Procedures. You also will find the standardized 7(a) Loan Authorization and information on 1502 reporting procedures. This is intended to be a one-stop site; however if other information is needed or would be beneficial to you as a lender, please let us know.

MONTHLY LENDER WORKSHOPS

The NC District Office will conduct **Lender Workshops** from 9:00 a.m. until 12:15 p.m. on the **second Wednesday of each month** at the **Charlotte, Raleigh, Wilmington and Asheville** offices. See below for upcoming dates.

The workshops focus on SBA Loan Programs and borrower eligibility. Walk-ins are welcome, but the presenter appreciates knowing in advance if you are planning to come. To register, call Celia Rolls at (704) 344-6810 for Charlotte, Ivan Hankins at (919) 851-1891 for Raleigh Area, Mike Arriola at (828) 225-1844 for Asheville or Arline Brex at (910) 202-0494 for Wilmington. **Note: There will be no workshop in Raleigh in September.**

Remaining 2004 Dates

September 8	November 10
October 13	December 15

REMINDER: SBA DAYS

If you have clients who would be interested in learning more about SBA's programs, they can schedule a 30 minute, one-on-one information session with an SBA Representative. Call to make an appointment at the following locations:

Sponsor	Location	Day	Hours	Phone Number
Watauga JobLink Center	Boone	Second Thursday	10 a.m.-3 p.m.	828-265-5385
Cary Chamber	Cary	Third Wednesday	10 a.m.- 2 p.m.	919-467-1016
SBA	Charlotte	Fourth Tuesday	9 a.m. - 4 p.m.	704-344-6563
Gaston Co. Chamber	Gastonia	Second Tuesday	9 a.m. - 1 p.m.	704-864-2621
Greensboro Chamber	Greensboro	First Tuesday	10 a.m.- 2 p.m.	336-510-1234
Henderson Co. Chamber	Hendersonville	Third Friday	10 a.m.- 2 p.m.	828-692-1413
Catawba Co. Chamber	Hickory	Third Tuesday	10 a.m.- 2 p.m.	828-328-6000
Mooresville Chamber	Mooresville	First Thursday	9 a.m. - 2 p.m.	704-664-3898
Rowan Co. Chamber	Salisbury	Fourth Wednesday	9:30 a.m.-2 p.m.	704-633-4221

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SUBSCRIBE TO “SBA LENDER UPDATE”

Lenders may receive “SBA LENDER UPDATE”, a message which will contain breaking news about SBA Lending Programs, via e-mail by signing up on SBA’s LISTSERV.

“SBA LENDER UPDATE” is used to broadcast late breaking news regarding the Agency’s lending programs. SBA does not send SPAM (i.e., unsolicited mass e-mails), therefore LISTSERV allows people to **voluntarily** subscribe to receive agency e-mail.

To subscribe simply go to the following LISTSERV web site:
<http://www.sba.gov/banking/listserv.html>.

Subscribers will receive an e-mail confirmation, which they must respond to within 48 hours. This precautionary measure ensures that someone else did not subscribe for them and that they truly want to receive the information.

NC DISTRICT OFFICE LENDER CONTACTS

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ASHEVILLE & WESTERN NC

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RALEIGH/DURHAM & NORTHEASTERN NC

Ivan Hankins	(919) 851-1891	ivan.hankins@sba.gov
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WILMINGTON & EASTERN NC

Arline Brex	(910) 202-0494	arline.brex@sba.gov
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SBA North Carolina District Loan Approvals October 1, 2003 - July 31, 2004

504				
<u>Lender</u>	<u># Loans</u>	<u>Participation</u>	<u>Total</u>	<u>Total \$ Amount</u>
Bank of America	240	5	245	\$ 8,729,765
Capital One Federal Savings	124	0	124	\$ 5,240,000
Innovative Bank	87	0	87	\$ 595,000
Wachovia	52	2	54	\$ 25,115,500
Bank of Granite	46	6	52	\$ 12,506,175
First Citizens Bank & Trust	36	16	52	\$ 10,957,145
Surrey Bank	45	0	45	\$ 6,181,200
CIT Small Business Lending	38	0	38	\$ 20,902,200
BB&T	26	7	33	\$ 12,876,000
Self Help Credit Union	28	0	28	\$ 2,320,600
Fidelity Bank	16	2	18	\$ 3,074,200
Southern Bank & Trust	16	1	17	\$ 2,192,450
SouthTrust Bank	14	2	16	\$ 3,277,600
Comerica Bank	14	0	14	\$ 7,945,600
Goleta National Bank	13	0	13	\$ 2,489,800
Bank of Stanly	12	0	12	\$ 1,312,000
Central Carolina Bank	4	7	11	\$ 4,516,000
Sound Banking Company	10	0	10	\$ 1,000,600
Business Loan Center	9	1	10	\$ 7,926,506
GE Capital	3	7	10	\$ 5,474,400
Community South Bank	9	0	9	\$ 8,464,000
Capital Bank	6	3	9	\$ 4,955,200
First National Bank of Shelby	7	1	8	\$ 837,500
California Bank & Trust	6	0	6	\$ 1,092,500
Bank of the Carolinas	5	0	5	\$ 1,068,776
Carolina Bank	5	0	5	\$ 1,304,000
CNL Commercial Lending	5	0	5	\$ 2,156,200
RBC Centura	0	5	5	\$ 4,238,500
Four Oaks Bank & Trust	5	0	5	\$ 1,059,600
First South Bank	5	0	5	\$ 1,600,000
Coastal Federal Bank	4	0	4	\$ 655,000
FNB Southeast	2	2	4	\$ 1,078,000
Zion's Bank	0	3	3	\$ 2,890,556
Business Loan Express	0	3	3	\$ 3,752,000
Mid Carolina	0	3	3	\$ 1,718,800
Cardinal State Bank	3	0	3	\$ 360,000
First Bank	3	0	3	\$ 406,000
First Community Bank	3	0	3	\$ 765,000
First Gaston Bank	3	0	3	\$ 520,000
Independence Bank	3	0	3	\$ 308,000
First National Bank & Trust	2	1	3	\$ 1,262,250
Scottish Bank	2	1	3	\$ 516,500
Catawba Valley Bank	2	0	2	\$ 525,000
New Century Bank	2	0	2	\$ 825,000
Piedmont Bank	2	0	2	\$ 257,000
Southern Community Bank	2	0	2	\$ 300,000
SunTrust Bank	2	0	2	\$ 1,372,500
East Carolina Bank	2	0	2	\$ 375,000
Bank of Wilmington	0	2	2	\$ 838,098
United Community Bank	0	2	2	\$ 1,303,350
Paragon Commercial Bank	0	2	2	\$ 2,003,500

SBA North Carolina District Loan Approvals October 1, 2003 - July 31, 2004

(continued)

Paragon Commercial Bank	0	2	2	\$ 2,003,500
Piedmont Bank of Georgia	0	2	2	\$ 1,551,000
Regions Bank	0	2	2	\$ 2,691,630
American Community Bank	0	2	2	\$ 419,325
Unizan Bank	2	0	2	\$ 2,666,000
Asheville Savings Bank	2	0	2	\$ 117,400
Citizens Bank	1	1	2	\$ 2,389,100
First CIT Bank	1	0	1	\$ 70,000
American Exp. Centurion	1	0	1	\$ 15,000
Banco Popular	1	0	1	\$ 190,000
Business Carolina, Inc.	1	0	1	\$ 132,000
Cabarrus Bank & Trust	1	0	1	\$ 125,000
Coastal FCU	1	0	1	\$ 60,000
First National Bank - SO	1	0	1	\$ 1,075,000
Gateway Bank	1	0	1	\$ 150,000
Macon Bank	1	0	1	\$ 125,000
Main Street Bank	1	0	1	\$ 1,025,000
Mechanics & Farmers	1	0	1	\$ 76,500
Mutual Community Savings	1	0	1	\$ 150,000
National Cooperative	1	0	1	\$ 150,000
Peoples Bank	1	0	1	\$ 500,000
Planters Bank	1	0	1	\$ 100,000
Randolph Bank & Trust	1	0	1	\$ 110,000
Stearns Bank	1	0	1	\$ 241,000
Temecula Valley Bank	1	0	1	\$ 1,721,200
Bank of Asheville	1	0	1	\$ 87,000
Heritage Bank	1	0	1	\$ 622,000
Washington Mutual	1	0	1	\$ 405,000
First Trust	0	1	1	\$ 321,558
Lexington State Bank	0	1	1	\$ 413,958
New Century Bank	0	1	1	\$ 500,000
Security Savings Bank	0	1	1	\$ 768,500
PMC Capital	0	1	1	\$ 1,647,500
Waccamaw	0	1	1	\$ 1,450,000
Bank of North Carolina	0	1	1	\$ 586,000
Carolina Commercial	0	1	1	\$ 482,500
Springs Mortgage Corp.	0	1	1	\$ 362,500
	949	100		\$ 216,937,242
<u>Certified Development Corps.</u>				
Self-Help Ventures Fund	29		29	\$ 15,025,000
Business Expansion Funding	26		26	\$ 10,401,000
Centralina	23		23	\$ 10,000,000
Wilmington Industrial Dev.	6		6	\$ 2,646,000
Northwest Piedmont Dev.	5		5	\$ 1,984,000
Region D. Dev.	3		3	\$ 673,000
Smoky Mountain Dev.	3		3	\$ 1,345,000
Asheville-Buncombe	2		2	\$ 577,000
Neuse River Dev.	1		1	\$ 197,000
Region C Dev.	1		1	\$ 152,000
Region E Dev.	1		1	\$ 229,000
	100			\$ 43,229,000